

PCT

WORLD INTELLECTUAL PROPERTY ORGANIZATION  
International Bureau



INTERNATIONAL APPLICATION PUBLISHED UNDER THE PATENT COOPERATION TREATY (PCT)

(51) International Patent Classification <sup>6</sup> : <b>G06F 153:02, 153:00</b>		(11) International Publication Number: <b>WO 97/25684</b>
<b>A1</b>		(43) International Publication Date: 17 July 1997 (17.07.97)
(21) International Application Number: PCT/US97/00738		(81) Designated States: AL, AM, AT, AU, AZ, BA, BB, BG, BR, BY, CA, CH, CN, CU, CZ, DE, DK, EE, ES, FI, GB, GE, HU, IL, IS, JP, KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV, MD, MG, MK, MN, MW, MX, NO, NZ, PL, PT, RO, RU, SD, SE, SG, SI, SK, TJ, TM, TR, TT, UA, UG, UZ, VN, ARIPO patent (KE, LS, MW, SD, SZ, UG), Eurasian patent (AM, AZ, BY, KG, KZ, MD, RU, TJ, TM), European patent (AT, BE, CH, DE, DK, ES, FI, FR, GB, GR, IE, IT, LU, MC, NL, PT, SE), OAPI patent (BF, BJ, CF, CG, CI, CM, GA, GN, ML, MR, NE, SN, TD, TG).
(22) International Filing Date: 10 January 1997 (10.01.97)		
(30) Priority Data: 08/585,637 11 January 1996 (11.01.96) US		
(71) Applicant: DECISION FOCUS INCORPORATED [US/US]; Suite 300, 650 Castro Street, Mountain View, CA 94041-2055 (US).		
(72) Inventors: CAMPBELL, Gregory, L.; 4099 Laguna Way, Palo Alto, CA 94306 (US). PHILLIPS, Robert, L.; 2290 Yale Street, Palo Alto, CA 94306 (US). ZIMMERMAN, Jon, P.; 10 Campdem Grove, London W8 4JO (GB). SALEH, Richard, A.; 44 Lindfield Road, Ealing W5 1QR (GB). GRIMES, Richard, C.; 323 Beresford Avenue, Redwood City, CA 94061 (US). BESKOW, Stefan, L.; 1140 Castro Street #59, Mountain View, CA 94040 (US).		
(74) Agent: SKABRAT, Steven, P.; Christie, Parker & Hale, L.L.P., P.O. Box 7068, Pasadena, CA 91109-7068 (US).		Published With international search report.

(54) Title: METHOD AND SYSTEM FOR DETERMINING MARGINAL VALUES FOR USE IN A REVENUE MANAGEMENT SYSTEM

(57) Abstract

A method and system for determining marginal values (34) for perishable resources (31) expiring at a future time, for example, an airline seat, hotel room night, rental car day or the like, for use in a perishable resource revenue management system (MVS) (16). Departures, flight departures and passenger value data are loaded into the MVS (16) from the airline revenue management system (50). These data and demand are constructed for storing the received information (51). Marginal values (34) for each of the seats on the flight leg departures (31) are determined using an iterative function (52). Upon completion of the iterative function, the marginal values are stored back (53).

